

## Message Text

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PAGE 01 MONTER 00437 071637Z

72

ACTION XMB-07

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-03 INR-11 NSAE-00 RSC-01 TRSE-00 OPIC-12 SP-03

CIEP-03 LAB-06 SIL-01 OMB-01 DRC-01 /097 W

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R 071630Z AUG 74

FM AMCONSUL MONTERREY

TO SECSTATE WASHDC 1326

INFO AMEMBASSY MEXICO

UNCLAS MONTERREY 0437

PLEASE PASS TO EXIMBANK, WASHDC TO THE ATTENTION OF MARVIN MANN  
SECSTATE

E.O. 11652:N/A

TAGS: ETRD, MX, US

SUBJ: PURCHASE OF MACHINE TOOL EQUIPMENT FOR THE MANUFACTURE OF  
LUBRICATION SYSTEMS, DOLLARS 32,000 FOR LUBRICACION, S.A.

REF: MAN/MULLIN TELECON OF AUGUST 1, 1974

THE FOLLOWING INFORMATION ON THE FIRM, LUBRICACION, S.A., WAS  
OBTAINED FROM LOCAL BANK AND TRADE SOURCES:

1. THE CREDIT EXPERIENCE OF THE FIRM IS VERY GOOD
  2. COMPANY WAS ESTABLISHED IN 1970; THE ORIGINAL OPERATION OF THE COMPANY WAS AND IS THE IMPORTATION FROM THE UNITED STATES, OF INDUSTRIAL CENTRALIZED LUBRICATION SYSTEMS FOR THE RETAIL-WHOLESALE TRADE IN MONTERREY. APPARENTLY THE FIRM IS PLANNING TO PURCHASE THE MACHINE TOOL EQUIPMENT NEEDED SO THAT IMPORT SUBSTITUTION MANUFACTURING CAN COMMENCE.
  3. THE COMPANY'S REPUTATION IN LOCAL BUSINESS AND BANKING CIRCLES IS VERY GOOD.
  4. THE USE OF THE PRODUCTS (CENTRALIZED LUBRICATION SYSTEMS) TO BE PRODUCED BY LUBRICACION, S.A. WILL BE THE RETAIL-WHOLESALE TRADE; MONTERREY IS THE SECOND MOST IMPORTANT INDUSTRIAL CENTER IN MEXICO
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PAGE 02 MONTER 00437 071637Z

WITH A LARGE MARKET FOR CENTRALIZED LUBRICATION SYSTEMS.

THE OWNER, ING. RODOLFO SANCHEZ CUENTAS, IS ALSO THE OWNER OF THE FOLLOWING FIRMS: 1. INGENIERIA MONTERREY, S.A. (SEE WTD REPORT OF 10/20/72, 2. EQUIPOS MONTERREY, S.A. (SEE WTD REPORT OF 03/19/70), 3. OHIO KNIFE DE MEXICO, S.A. (REGISTERED CAPITAL - 5,000,000 PESOS).

MR. SANCHEZ CUENTAS IS ALSO ONE OF THE PRINCIPAL OWNERS OF INMOBILIARIA RENDON, S.A. ESTABLISHED IN 1972 WITH A REGISTERED CAPITAL OF 500,000 PESOS.

THE CONSULATE GENERAL PERCEIVES NO RPT NO REASON WHY EXIMBANK SHOULD NOT GIVE FAVORABLE CONSIDERATION TO THIS APPLICATION FOR EXPORT FINANCING.

MULLIN

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** PROCUREMENT, LUBRICANTS, EQUIPMENT, DATA, MANUFACTURES, BUSINESS FIRMS, BUSINESS REPUTATION  
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**Copy:** SINGLE  
**Draft Date:** 07 AUG 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**TAGS:** ETRD, MX, US, LUBRICATION S A, (SNCHEZ CUENTAS, RODOLFO)  
**To:** STATE  
**Type:** TE  
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